SOFT DRINKS □ BEER □ BOTTLER WIRE □ POWDERS □ JUICES □ SPIRITS

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Turn-key firms speed beverage plant occupancy

SPECIAL REPORT — One by-product of industry consolidation and the movement to corporate ownership, resulting in huge production complexes surrounded by satellite warehouses, has been the development of specialized supplier firms which offer their expertise to build new physical and packaging plants for the brewing and soft drink industries.

Called "turnkey" operators, such firms provide services in a full range of areas: from complete turnkey operations to refurbishing and updating single production

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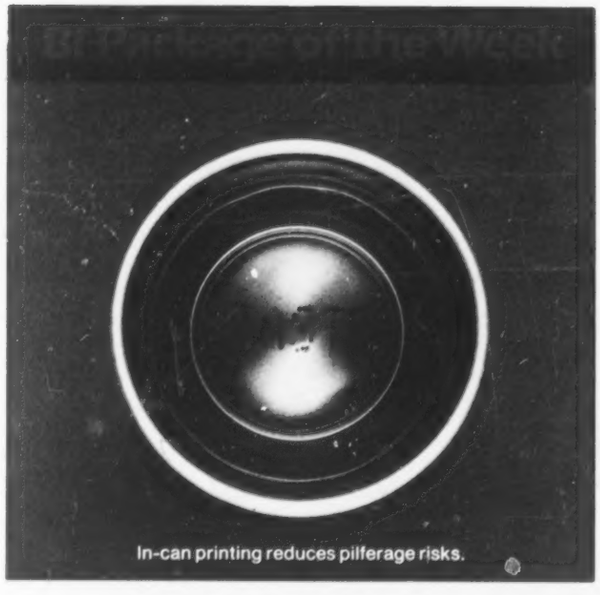
NSDA seeks standard for handling glass bottles

WASHINGTON, DC—Based on a request from the National Soft Drink Association (NSDA), the National Bureau of Standards (NBS) is sponsoring the development of a voluntary standard for the production of carbonated soft drinks in glass bottles.

Since 1977, a voluntary standard has existed concerning the manufacture of glass bottles for soft drinks. The standard now being developed, however, addresses the handling of that glass bottle during soft drink production to "preserve its integrity through several safety procedures," explained Harry Korab, NSDA's technical director.

NSDA's proposed voluntary standard includes precautions on bottle handling covering carbonation levels, proper closure application, inspection of returned cartons and prohibition of exposure to thermal shock.

Several years ago, an NSDA committee proposed the voluntary standard and submitted it to NBS which recently appointed a standards review committee to evaluate the plan. The nine-member committee, composed of three bottlers, three glass manufacturers and three consumer representatives should complete its review in six to nine months, Korab said. If 75% of the committee favors NSDA's plan, it will be published in the Federal Register as a proposed voluntary standard.



In-can printing reduces pilferage risks.

New Continental system gives 'can' game options

STAMFORD, CT—Continental Can, located here, has introduced a new system for in-the-can printing which eliminates the pilferage problems of UTC and UTT promotions.

With the new systems, words, numbers, or symbols can be printed inside the container on the domed bottom. The message can only be read after the container is opened and the contents emptied. Executives here and in test markets contend it is the

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BI Week

• **Californians set to vote on mandatory deposit measure early next month. In mid-September local papers were quoting polls showing 66% were aware of the proposition, 40% were in favor of it; 20% were opposed; 6% were undecided. Through July, opponents had spent $1.4 million; supporters, $326,000.**

• **Congress recessed 1982 session without passing brewery industry-backed Malt Liquor Interbrand Competition Act. Look for NBWA—meeting in mid-October in Baltimore—to map new strategies for 1983 push.**

• **1900 bottlers, spouses and guests heard details of the new Dr Pepper campaign, "Dr Pepper's taste made a Pepper out of me." Attendees at recent Boston meeting also learned of new executive structure for the Dallas-based firm. Robert Hannegan, formerly vp-corporate plants, moves up to be president Dr Pepper USA. He will report to Charles L. Jarvie,**

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Justice files consent form in NY case

WASHINGTON, DC—The Justice Department recently filed a proposed consent agreement ending a January 1981 civil antitrust suit against six wholesale wine and liquor distributors in the New York metropolitan area.

The suit alleged that the defendants has conspired to fix prices and lower discounts on wine and liquor, in violation of the Sherman Act. The proposed settlement, which must be approved by the district court judge in Brooklyn, would prevent the wholesal-

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Contents

Turnkey operators give full service

Do you need a new warehouse constructed, the present structure remodeled, or maybe a new line put in? Well, there are specialists in the field, called 'turnkey operators,' with whom you can consult. Included among them are such giants as the Continental Group. According to these specialists, the beverage industry has been one of the leaders in capital spending in this area. With the big getting bigger, many companies are refurbishing in order to keep up. If you are interested in learning more about this efficiency and cost effectiveness minded business, turn to **page 1.**

Dr Pepper uses new Mateer filling device

Dr Pepper is using a new system to fill its 5 gallon tanks and 54 gallon drums of syrup. The specially designed system is called the Controlled Volume Filler (CVF), and is the product of the Mateer-Burt Co. of Wayne, PA. It reportedly fills to accuracies of plus or minus 1%. Since automating the CVF is of major importance, Mateer also designed a conveying system to be interfaced with it. The CVF is used on both regular and sugar free syrups, and can work under increasing filling speeds. To find out more about this new system, turn to **page 4.**

Diesel fuel, filters increase mileage

A growing number of beverage distributors are using diesel engine delivery trucks. Though the initial cash outlay is greater, most distributors look to the long run, where greater fuel economy, lower maintenance and projected longer life become a factor. For more information on diesel engines and fuel, turn to **page 8.**

A-B unveils minority program

Anheuser-Busch has developed a multi-million dollar plan to aid minorities. The multi-faceted plan is expected to strengthen minority ties. See **page 31.**

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Beverage Business Indicators

Glass container shipments

(thousands of gross)
(not seasonally adjusted)

	March '82	April '82	% change
Bottles	27,406	26,190	(4.4)
Beverage:			
refillable	386	355	(8.0)
nonrefillable	4964	4801	(3.3)
under 10 oz.	97	76	(21.7)
10.0 to 15.9 oz	1,586	1,432	(9.7)
16.0 to 16.9 oz (includes .5-L)	2,913	2,979	2.3
17.0 to 33.9 oz (includes 1-L)	368	314	(14.7)
34.0 oz. and over (includes 2-L)	—	—	—
Beer:			
refillable	384	345	(10.2)
nonrefillable	9,119	9,150	(0.3)
under 11 oz	1,426	1,461	2.5
11.0 to 15.9 oz	7,150	7,122	(0.4)
16.0 and over	543	567	4.4
Liquor:	1,157	1,119	(3.3)
Under 125 ml (4.23 oz and under)	103	96	(6.8)
126 to 275 ml (4.24 to 9.3 oz)	280	253	(9.6)
276 to 500 ml (9.31 to 16.9 oz)	137	129	(5.8)
501 to 800 ml (16.91 to 27.04 oz)	240	254	5.8
801 to 1000 ml (27.05 to 33.80 oz)	248	244	(1.6)
1001 ml and over	149	143	(4.0)
Wine:	736	722	(1.9)
126 to 500 ml (4.24 to 16.9 oz)	132	126	(4.5)
501 to 800 ml (16.91 to 27.04 oz)	330	338	2.4
801 to 1000 ml (27.05 to 33.8 oz)	15	16	6.6
1001 to 1600 ml (33.81 to 54.08 oz)	141	151	7.1
Over 1600 ml (over 54.08 oz)	118	91	(22.8)

Source: U.S. Dept. of Commerce
Bureau of the Census

Closures for beverages

	April '82	May '82	% change
Metal (for spirits, wines)	60,613	58,930	(2.7)
Plastic (for spirits, wines)	141,425	115,652	(18.2)
Metal crowns (beer and soft drinks)	21,254	20,584	(3.1)
Soft drink (convenience types)	1,871	1,490	(20.3)
Soft drink (conventional types)	5,628	4,752	(15.6)
Beer (convenience types)	10,382	5,250	(49.4)
Beer (conventional types)	3,373	1,436	(57.4)
All other metal closures other than crowns	6,024	6,108	1.3

Source: U.S. Dept. of Commerce
Bureau of the Census

Imported beverages

(Proof gals)

	April '82	May '82	% change
Beer*	13,086,224	16,292,050	24.5
Whiskey	5,914,454	6,882,811	16.4
Brandy	389,682	486,033	24.7
Gin	359,224	465,559	29.6
Rum	71,000	39,195	(44.8)
Cordials and liqueurs	683,136	610,560	(10.6)
Others	548,803	621,096	(13.2)
Total	**21,052,523**	**25,397,304**	**20.6**
Sparkling wines	524,089	674,600	28.7
Still wines, table	7,515,613	8,860,949	17.9
Still wines, fortified	173,870	180,388	3.7
Vermouth	249,767	174,003	(30.3)

* Includes ale, stout, porter
Source: National Association of Beverage Importers, Inc.

Selected Consumer Price Index

(The year 1967 equals 100)

	Dec. '81	Jan. '82	% change
Cola	295.7	302.4	2.3
Other carbonated soft drinks	137.2	141.9	3.4
Noncarbonated drinks	137.1	138.0	0.7
Wine	203.5	205.0	0.7
Beer and ale	238.0	232.2	(2.4)

Sweetener data

(Cents per pound, dry basis)

	Feb. '82	March '82	% change
HFCS wholesale prices			
California	16.90	16.90	0.0
New York	15.49	15.49	0.0
Chicago-West	14.08	14.08	0.0
Beet sugar wholesale prices	—	—	—
Dextrose wholesale prices			
California	28.64	28.64	0.0
New York	27.17	27.17	0.0
Chicago-West	27.17	27.17	0.0

Source: U.S. Dept. of Agriculture

Domestic beer removals

(Barrels of 31 gals)

	Feb. '82	March '82	% change
Bottles and cans	11,390,989	13,725,844	20.5
Barrels and kegs	1,521,652	1,955,651	28.5
For export	170,921	218,990	28.1
Other	15,670	19,066	21.6
Total	**13,099,232**	**15,919,551**	**1.5**

Source: U.S. Dept. of the Treasury
Bureau of Alcohol, Tobacco and Firearms

Domestic wine removals

(Wine gals)

	Feb '82	March '82	% change
Still wines (bulk)	145,866	241,706	65.7
Still wines (bottled)	25,486,792	34,922,861	37.0
Effervescent wines (bulk & bottled)	1,114,879	1,928,411	72.9
Total	**26,747,537**	**37,092,978**	**38.7**

Source: U.S. Dept. of the Treasury
Bureau of Alcohol, Tobacco and Firearms

Domestic spirits removals

(Wine gals)

	Nov. '81	Dec. '81	% change
Whiskey	14,501,709	11,778,678	(18.7)
Brandy	1,595,357	1,363,333	(14.5)
Rum	1,748,800	2,113,819	20.8
Gin	2,759,005	2,576,594	(6.6)
Vodka	8,459,470	8,324,840	(1.5)
Cordials and liqueurs	2,978,954	2,732,618	(8.3)
Cocktails and mixed drinks	691,601	781,508	13.0
Total	**32,734,896**	**29,671,390**	**(9.3)**

Source: U.S. Dept. of the Treasury
Bureau of Alcohol, Tobacco and Firearms

Blow-molded plastic bottle production

(thousands of units)

	March '82	April '82	% change
Plastic bottles (blow-molded)	1,198,122	1,142,989	(4.6)
Carbonated beverages	172,758	169,138	(2.1)

Source: U.S. Dept. of Commerce
Bureau of the Census

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